

# Leader in Action Worksheet

THE LEADER IN ACTION FORMULA IS A METHOD TO MEASURE SPECIFIC BUSINESS-BUILDING BEHAVIORS AND OUTCOMES EACH WEEK DURING A COMMISSION MONTH. USE THIS WORKSHEET TO TRACK YOUR POINTS AND PROGRESS!

Total points are calculated each month by adding the categories below:

MONTH OF \_\_\_\_\_

WEEK ENDING	1PET Personal Enrollment Points	2PET Enrollment Points	Personally Enrolled Rank Advancement Points	Active Week Points	
1					
2					
3					
4					
5					
		+		+	
			+		
				=	

(Maximum of 20)

**TOTAL POINTS**

Use the key below to fill in your points each week!

Category	Subcategory	Point Value
Enrollments	1PET Personal Enrollments	1
	2PET Enrollments (up to 20 points each month)	2
Personally Enrolled Rank Advancements	Consultant, Silver Circle Consultant	2
	Manager, Crystal Manager, Silver Circle Manager	6
	Director, Crystal Director, Silver Circle Director	8
	Executive, Crystal Executive, Golden or Platinum Circle, Star Executive	10
Active Weeks	Manager	1
	Director	2
	Executive	4



[illegible]

Date	1PET Enroller	Enrollments	Points (x2 points)	
				2PET Enrollment Points

Date	Personally Enrolled Name	Advancement Type	Points

PERA Points